



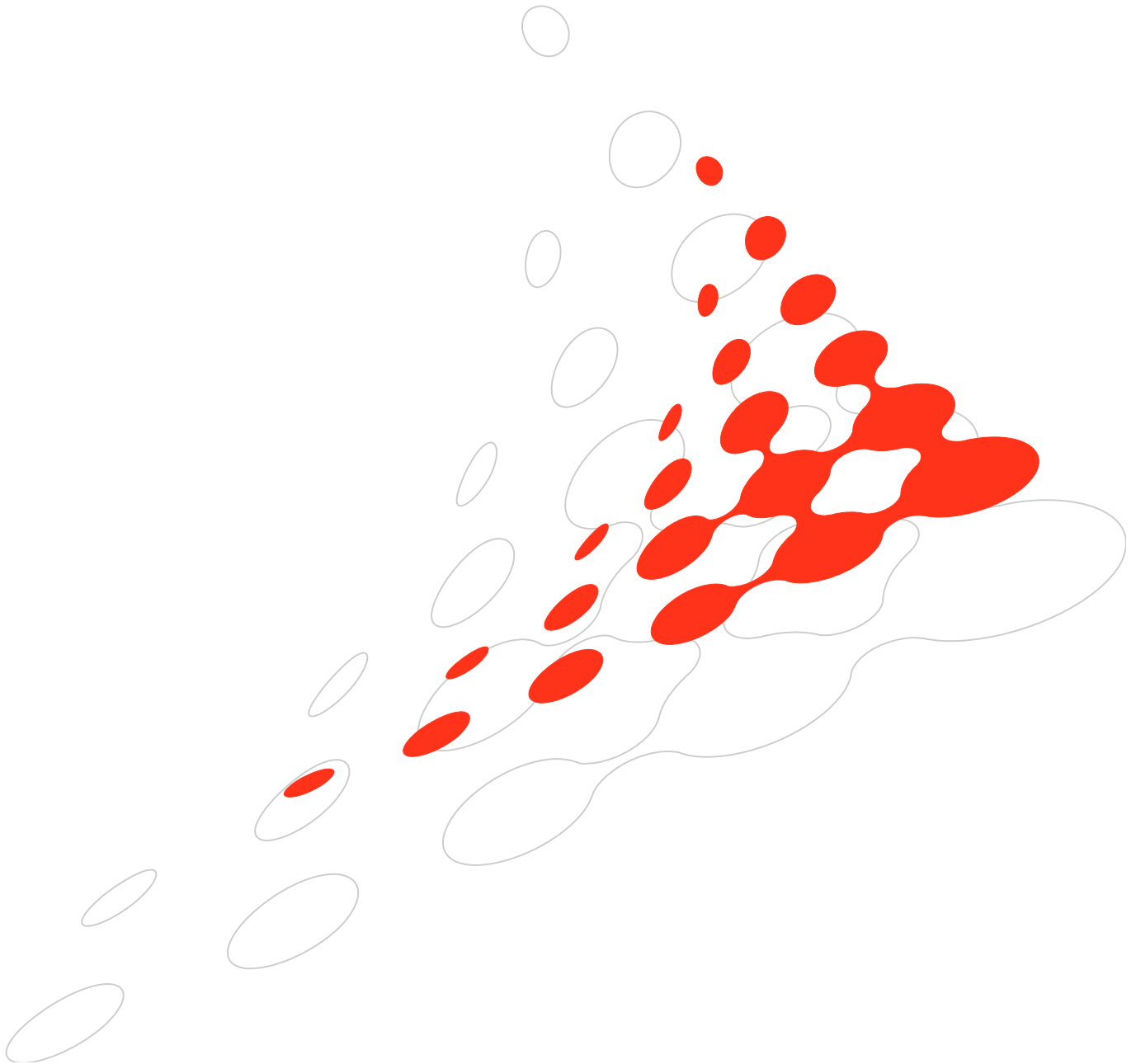
FFG

Stärken und Schwächen

von österreichischen
„Research for SMEs“- Anträgen
im 1. Call des 7.RP

**Auswertung der
Evaluation Summary Reports
von 17 Projekten mit österreichischen KoordinatorInnen**

DI Marcus Bidmon
Nationale Kontaktstelle für KMU



ÖSTERREICHISCHE „RESEARCH FOR SMES“ -ERGEBNISSE DER AUSSCHREIBUNG SEPTEMBER 2007

Dieses Dokument basiert auf der Auswertung sämtlicher von ÖsterreicherInnen koordinierten „Research for SME“-Projekte (17) der Deadline September 2007.

Es zeigt sich, dass von 17 bewerteten österreichischen Anträgen 5 sämtliche thresholds erreicht bzw. überschritten haben. Trotzdem findet sich aufgrund der starken Überzeichnung der Ausschreibung (577 Anträge, davon 323 above all thresholds, 99 Projekte davon auf Förderliste, das entspricht 17% Förderrate) keines der österreichischen Projekte auf der Förderliste wieder, die effektive Mindestpunktzahl lag schlussendlich bei **12 Punkten**, das erfolgreichste österreichische Projekt verfehlte mit 11,5 Punkten recht knapp.

Der Durchschnittswert sämtlicher Anträge dieses samples bewegt sich allerdings mit **8,9 Punkten** doch recht weit von der erforderlichen Mindestpunktzahl.

Ziel dieser Auswertung ist die gezielte Unterstützung der „Research for SME“-EinreicherInnen für die nächste Deadline 11. April 2008, um die Qualität der Anträge noch weiter zu verbessern.

Dieses Dokument wurde mit Genehmigung der Programmdelegation vor allem für die TeilnehmerInnen des Intensiv-Workshops für „Research for SME“-AntragstellerInnen erstellt, abgehalten am 13.03.2008 durch FFG/EIP.

Deadline Sept. 07: Durchschnittswerte österreichischer KoordinatorInnen (Basis: 17 Projekte mit österreichischen KoordinatorInnen)

Criterion	Treshold	Öst. Durchschnittswert (Koordinatoren)
1: S & T excellence	3 / 5	2,97
2: Implementation	3 / 5	3,18
3: Impact.	3 / 5	2,76
Total Score	10/ 15	8,91

Kommentar 1: Scientific and / or technological excellence, relevant to the topics / activities addressed by the call

- 1.1 *Sound concept and quality of objectives*
- 1.2 *Innovative character in relation to the state-of-the-art*
- 1.3 *Contribution to advancement of knowledge / technological progress*
- 1.4 *Quality and effectiveness of S/T methodology and associated work plan*

Negative Evaluationskommentare (Schwächen öst. Anträge)

Objectives

- The **end-use objective**, namely the ..., is **not quantified**
- Seem adequate, albeit they are **not fully defined**
- The project's **goals are not focused**
- The objectives are neither given in quantitative terms **nor** are the **scientific ideas behind the proposal well explained**
- **No target specifications** are given on the...
- The approach is **too wide**
- **No quantified objectives** are provided
- The scientific or technological objectives are **not clearly stated** resulting in **confusion** of what constitutes the finished product
- **Simplification** of the problem seems to be **excessive**
- Essential aspects of the project are not addressed: it is not properly explained how
- Overall idea of the project is good but the lack of qualified presentation of impacts and collaboration lead to an unsatisfactory proposal
- It is not clear whether the system will have an imaging module attached
- It was noted that women are excluded from the study, albeit ... is equally frequent in women

Need / Competitiveness

- Proposal lacks a clear **description** of scientific and technological **problem**
- Fundamentally, this project suffers, from an innovation perspective, from the fact that it focusses on a drug for which **other companies have prior art/IP in the field**
- The **relevance** and the added value of the system to be developed, **although stated, are not well tackled**
- Is not clear how the product will be developed, tested and optimised in order to put it **ready for sale at the end** of the project

State of art

- **More detailed information on** current similar database **should have been provided**
- Although the state-of-the-art is reasonably well done, there are **already on going projects** in this area that have **not been mentioned in the proposal**
- Reviews, publications, relevant patents are **not presented** in supporting the proposal idea
- The state of the art presentation is **by far too general**
- The **proposers do not appear to be aware of the state of the art in the field**, neither with respect to literature **nor to the current availability of equipment...**
- The state of the art is ... focused on ... the needs **without reviewing extensively** S&T literature and patents
- There are **no results for patent search** and information from literature or **former projects are not presented**
- ... materials are mentioned, showing that the **proposers have misunderstood some papers** in the materials science literature

References

- Proposal demonstrates a **good knowledge** of the present situation, **but a wider European literature review is missing**
- **No references** to standards or **to other research groups** are given

Innovation / Progress

- It is anticipated that in some cases the project will **rather use the state-of-the-art developments** as described in the literature. Nevertheless the use of ... is still a research topic and, as such, is a potential innovative aspect
- The importance and potential of such a ... is evident. Nevertheless, the extent to which the stated objectives represent a **substantial progress versus state-of-the-art** of IT tools is **not** sufficiently demonstrated
- The claimed **innovations are rather general** and refer to general features of ...
- Expected results **do not improve the state of the art**
- The state-of-the-art and scientific objectives are clearly formulated. But **the core innovation** the contribution to the advancement of knowledge and the technological progress for the SMEs **do only partially become clear**
- The contribution to advancement of knowledge is **marginal** since it merely aims to **make use of existing technology**
- **The equipment is ... available in a range of prices and sizes through the German company ... Equipment is also available from Asian sources**
- There are **not clearly presented** innovations
- Overall the proposal **does not give sufficient information on** the concept or technology to evaluate progress beyond the state-of-the-art, ...or... effectiveness of the work plan
- Although the proposal states that progress in distinct topics will be achieved, there is **not specific indication what research** is going to be conducted across all topics
- The proposers refer to a scientific paper by... which is at the basis of the proposed approach **without detailing the key S&T advancements** with respect to this work

- Proposal performs a comparison of the proposed solution with ...systems based on ..., whereas there are already a **number of systems** based on ... **available on the market**. There is no mention to, and therefore **no comparison with**, any of these products, and therefore it is not clear what would be the advance in relation to the current commercial state-of-the-art solutions that would be brought in by the project
- The **innovative materials** are **not specified** apart from...
- The description of the cooperation between the SMEs needs more clarification on **how they will join their efforts in order to contribute to a real technological progress**

Work plan

Methodology / S&T Approach

- The work plan has an adequate structure ... Nevertheless, the description of the work packages is very succinct and **does not provide clear indication of the S&T approaches** that will be adopted
- Although the structure of the work plan is adequate, comprising the main required components for a successful achievement of the project goals, **very little details are given regarding S&T approach or alternatives** that will be adopted to reach those objectives
- The experimental work and **methodology** for the ... development are not sufficiently expanded on; this is one of the most important aspects since the likelihood of patentable IP will heavily depend on its success
- The WPs **do not correspond to clear objectives** and thus, the **effectiveness of the methodology** is questionable
- **Very little details** are given on the S&T approaches that will be adopted
- Scientific methodology has some drawbacks. The work plan **describes** possible solutions, but **hardly the tasks necessary for their realisation**
- The ... experiments for ... use a ...: this **constitutes a significant discrepancy**, not in line with the expected multiple
- **It only provides an indication of the goals to achieve in each WP but not the way, or alternative ways, those objectives will be met**
- A strength but also a weakness of the proposal, is the inclusion of an **enormous amount of information** on several ... aspects
- The deliverable outcome follows a work flow, which would determine many results at the end of the project, increasing the **risk of not completing the objectives** by the end of the project
- The clinical efficacy testing is the ultimate go/no go decision point. For this, the complete exclusion of women is a major shortcoming in the design
- The S&T work will be essentially conducted in two work packages (WP2 and WP3), each one having the participation of **just one RTD performer**
- The concept seems to be based on trial and error, **no sound R&D concept based on new insights is described**
- **Not covered** in the work plan. ... **standardisation aspects**, which are also crucial in the ... sector
- **Only three milestones** have been identified. ...**insufficient** as to ensure an efficient and effective monitoring of the project progress
- There are **milestones missing towards the end of the project** and the **number of deliverables is challenging high**
- The **number of deliverables is unrealistic**

Work Package Details

- The work package ... (WP6) provides very little **details of the work** that is intended to be conducted
- The proposal indicates that 3 end-user groups will be formed and accordingly 3 demonstrators will be installed, but **the description of the work packages does not provide any indication to support that claim**
- Workplan is detailed and it seems to be adequate to achieve the objectives. Nevertheless, the aspects related to the design of ... are **not clearly described** in the workplan
- Other aspects of the rationale seem **not** to be **addressed in the work packages**, e.g. ...
- **Description** of WPs is **not sufficient, primary questions remain unanswered**, e.g. criteria of ..., technological limitations
- Work plan has a **rather generic structure**
- **No concrete actions or plans** for usability testing are described. The description of this work package (WP4) **simply indicates that** the SME partners will be responsible for evaluating and validating the prototype against their own business concepts and requirements
- The WPs description is **rather general**
- The work plan itself **lacks important information**
- The description of work packages is **sketchy** (roles of participants do not become clear, tasks are only given in headlines, details are lacking)
- The **ressources** in the WPs are **not assigned to partners**
- There are **basic tasks missing**
- The work plan describes the possible solutions in detail, but only partially the **tasks for their realization**
- **Little information** is given on how the ... is going to be realized
- The **sensors** to be developed and the parameters to be measured are **not clearly defined**
- Role, responsibilities and **task allocation of SMEs** involved are **not** clearly presented and **convincingly demonstrated**

Timing

- WP1 and WP2 which seem **a bit short** in time
- The timing of the clinical studies is not realistic
- The timing of the phase 1 is very optimistic (3 months versus industry norm of 1 year or more)
- The **timeline** of the work packages **is flawed** as WPs 1-5 all run in parallel

Risks

- Contingency plan is **too general**
- The proposal does **not demonstrate enough** the risks (and counter actions) implied by the very ...
- A plan for management of risks is provided but it is **not straight-forward** to implement
- Technical limitations and risks ... are **not properly addressed**
- **No proper risk assessment** plan is given
- The contingency plans presented ... are **not convincing**
- Poor description of the work plan as well as of the state-of-the-art. Risk assessment is **not well addressed** as well as mitigation plans
- Aspects of risk assessment have been addressed, although only a **few** topics and **reactive measures** have been indicated
- Overall process is **very complex** and **multiple scientific challenges** are involved
- Considering the rather short time frame it may be very hard that the final goals can be achieved on time
- Further details should be provided concerning the content of the ... in respect of its toxicity

Positive Evaluationskommentare (Stärken öst. Anträge)

Objectives

- The quality of the objectives is convincing, there is a **clear focus on...**
- Objectives are **clearly stated**, indicating that the achievement of those objectives **could place the participating SMEs as leaders in the ... area**
- Project objectives are **clearly presented**
- The concept is well described and S&T objectives **are of high quality**
- Objectives are **properly described**
- The state-of-the-art and scientific objectives are **clearly formulated**
- The objectives are **clearly described**

- The aim is interesting, the scientific rationale is sound, and the plan to reach ... is **in line with current regulations** of major regulatory authorities
- Consideration of the **whole value chain** for the material is positively considered
- The overall concept is well presented
- The proposed project has an **interesting focus** on developing a new type of ...

Need / Competitiveness

- The proposal addresses specific needs of SMEs, which may **gain competitive advantages** from the development of...
- Estimated potential benefits for SMEs are provided in terms of **turnover and gross profit** markets
- Contribution to advancement of technological progress together with the **potential return** and industrial and commercial development of concerned SMEs are **clearly discussed** within the proposal's work packages
- SMEs will benefit from this advancement in the market as well as increased competitiveness from a **lower cost / higher performance material** in the ... sector

State of art / References

- The proposers have **demonstrated their knowledge of** the state-of-the-art and its limitations
- The **review** of state-of-the-art algorithms **is thorough** and includes ... with a lot of also **recent references**
- Consortium denotes a **good knowledge of** the state-of-the-art and **provides good references to existing literature**
- State of the art is **based on recent scientific results**
- Proposal **demonstrates a good knowledge of the present situation**
- The proposal starts from a **well written** rationale and **background information**

- From the **references** cited, much of the science in this proposal has been ...

Innovation

- There is a **significant amount of R&D involved**. The proposal **analyses the potential risks** associated with interfacing the... processes. The application of ... for the stimulation of the existing technological processes with the aim to substantially decrease the process duration and power input, to increase the product output and to improve the product quality, **constitutes an innovative element** of the proposed approach
- Advancement of this project with respect to the technological progress is given by...
- The **innovative character in relation to the state-of-the art is extensively documented**
- Project is innovative **and challenging**

Work plan

- The work plan is **described in detail** with **clear milestones and deliverables**
- The quality of the workplan is **good** and the proposal has a very slim project structure
- The methodology and associated work plan is **adequate to reach the goal**
- The workplan has an **adequate structure** with a **clear division** between the different technological areas or challenges that the project addresses and a work package for the definition and development of the demonstrator
- Work plan **is detailed** and it seems to be **adequate** to achieve the objectives
- Work packages / tasks, milestones, deliverables and time schedules are **coherent and well documented**
- **The work plan is well structured**
- Work plan is **sound**
- Workplan is **well structured**
- The plan is well conceived
- Milestones and Deliverables are adequate and well terminated
- A strength but also a weakness of the proposal, is the inclusion of an enormous amount of information on several ... aspects
- The proposed research approach is of good quality and the methodology well presented

Risks

- Risk mitigation plans are **sufficiently described**
- A good risk analysis, addressing important aspects, and corresponding contingency plan has been included in the proposal

Kommentar 2: Implementation

2.1 *Quality of the Consortium as a whole*

2.1.1 *Description of project management structure and procedures*

2.1.2 *Description of the consortium*

2.2 *Appropriate allocation and justification of the resources to be committed*

Negative Evaluationskommentare (Schwächen öst. Anträge)

Management structure (and procedures)

Structure

- A **better separation between technical and administrative aspects** of the project should be made
- A **technical committee** incorporating all WP leaders and chaired by the technical coordinator is **missing**
- The management structure is **quite simple** relying on a single executive body. Nevertheless, considering the relatively small size of the consortium, this **could be adequate**
- The management structure *seems* to be appropriate
- The implementation of the management structure follows a **standard path**, however limited details are given in the work-packages
- The phrasing of the management sections is quite standard
- The proposed management structure is rather **diffuse with the three SMEs sharing the management** of the project
- The management structures and procedures are inadequately described
- The management structure and procedures of the project are not well described

Decision making, communication flow

- The decision making process is neither well worked out
- The overall quality of the project management in terms of distribution of responsibilities and decision making is fairly good
- The arrangements for decision making are clear, but SMEs should be given higher weight than a simple majority vote, especially in the case of conflicts.
- Communication flow is only partially described

Conflict resolution

- Mid-term assessment and conflict resolution **rules are suggested**
- Conflict **resolution mechanisms** and contingency plans could have been more elaborated in detail.
- The decision making process is **not coherent** in the proposal
- The proposal does not describe what mechanisms will be put in place to resolve conflicts
- Decision-making mechanisms are **not logically** addressed

Assessment

- **Mid-term assessment** and conflict resolution rules are **suggested**
- The **method of assessing** the project progress is not detailed

Consortium / roles in project

Zusammensetzung

- **Large number of partners ... is not properly justified** and may add unsustainable work-load and challenges as far as the management ... is concerned.
- The number of partners and associated budget are above the indicated targets and no satisfactory explanation is provided
- Consortium is mostly composed of **very small enterprises** and small RTD performers. This is considered as a problem in ... capital intensive sector as the industry
- The **link** between the RTD performers and the SMEs does **not** seem to be well **established** yet
- The quality of the consortium is **not** convincingly demonstrated
- Since ... equipment is **already available** at other research centers in Europe, the consortium of SMEs have not included the needed competences
- SME participants and RTD performers are of high level, but their contribution to the project is **not well balanced**

Role and expertise

- The role of ... in the consortium is **unclear**
- The proposal **does not state who will** finally be building and sell the demonstrator
- The other participants seem to be involved mainly in **assisting the co-ordinator**
- The description of the role of the partners, especially ..., in the ... activities is not convincing
- Profiles ... are too limited as regards their expertise and role
- The consortium has experienced partners, but the role of each one and the relationship between them is not clear
- Overall work **dominated by** the lead partner/coordinator
- The consortium **seems to have** the required expertise to undertake the proposed technical work plan
- It is difficult to assess the competence and resources of the partners from the proposal

Co-ordinator

- Expertise of the coordinator in the management of international research projects is not reported and this may weaken the smooth steering of the consortium
- The proposal does not refer to the Coordinator's experiences in complex management tasks
- The partner responsible for the management of the project **seems to present** the required experience to undertake that role
- Presentation of the coordinator is not detailed enough
- The project Co-ordinator has great experience in the management of research projects, but there is **doubt that the complex coordination strategy can be effectively handled.**

SME

- Only one SME, the **dominating partner**, shows a clear need for the research provided by the RTD performers
- Is not completely clear how **IPR issues** will be driven by SMEs in the overall decision making process
- Very small size of all the SME partners raises concerns about their capacity to effectively implement ... the results of the project
- Although the role of the two RTD performers is clear, the same does not fully apply to the SME participants
- Is not clear how the 4 SMEs will **cooperate between them**
- The **current activities of the three SMEs do not comply with the scope of the project**
- The **strategic interest** of the SMEs is not clarified
- The SME combination is skewed towards marketing/management with some apparent **duplication in core expertise**
- Expected benefits are missing

RTD-performer

Expertise, Größe

- Whereas the expertise of one of the RTD performers seems to fit well the project, there is a **concern** related to the area of expertise of the other RTD performer **The description of this partner does not reveal specific expertise or experience in the area of ...**
- Not sufficient information concerning the expertise of RTD partners to completely assess whether they have the required expertise to meet the project RTD challenges
- The **choice of RTD performers** is not convincing for the objectives proposed
- The RTD performer with the major involvement in the project ... does not provide more information regarding the size and qualification of the research team that will work on the project
- The staff size of one of the two RTD partners, ..., is very small. This raises some concern ... commit to the project the required specialized human resources to deliver the expected results

Komplementarität

- The RTDs ... **distinction** ... with respect to the project objectives ... and ... is not clear
- **No clear complementarity** of the RTD performers is shown in the proposal
- In several WPs, RTD performers have **similar tasks**

Allocation of resources

- The allocation of the majority of the RTD/innovation budget only to the two RTD performers leaving the **third one with a quite small budget** has not been adequately justified³
- Not sufficient human resources have been allocated to the project to successfully achieve the proposed results
- Budget: There is **inconsistency** between the total estimated in form A3.1 and in the table 2.2 of the proposal.
- Costs associated with consumables and equipments are not detailed
- The budget is high for the tasks planned to be performed
- The allocation and justification of resources is inconsistent on details, which represents a weakness in the proposal
- Budget for management seems to be justifiable given the high number of participants
- The proposal has not sufficiently demonstrated the appropriateness of the allocation of resources
- The required resources are high for the planned research activities
- The justification of resources allocated to the project is not convincing
- The project seems to be **overdimensioned**
- The provided justification is phrased in generic terms without quantifying clearly
- Due to limited specifications of the equipment ..., the adequacy of the needed resources cannot be judged
- The integration of all partners into the consortium is not convincing. Considering the risks ... the allocation of resources appear insufficient
- Judging from the size of partners it is **not clear if they have the resources** to match the EU contribution
- The number of person months planned for certain partners is questionable
- **No comprehensible allocation of resources is given**

Positive Evaluationskommentare (Stärken öst. Anträge)

Management structure (and procedures)

- The described coordination and management activities are **adequate**
- The management structure is **coherent with the size** of the consortium **and the scope** of the work plan
- **Clear** management structure and **reporting interfaces to the EU**
- Project management structure is **detailed and extensive**. It **correctly reflects the complexity of the tasks**
- The management structure of the consortium is **well suited for the project**
- The management structure is **quite simple** relying on a single executive body, ... Nevertheless, considering the relatively small size of the consortium, this **could be adequate**
- The management organisation is **convincing**
- The project management structure is reasonable with **clear responsibilities**
- The **steering board** with decision making by ... **is a good idea**

- **Due consideration** has also been **given to knowledge management, monitoring and reporting**
- **Decision making** and **communication** strategy are in place
- **On-going assessment** and **conflict resolution** is also addressed
- The **communication** flow is adequately described
- **Decision making** process itself and **communication** flow are well defined

Consortium / roles in project

- The SME and RTD partnerships are **highly complementary with the project goal**
- Partners have a **lot of experience with European projects**
- A positive factor is that the **SME** participants are the **driving forces** for the project and the **RTD performers** demonstrate a high level of **scientific excellence**
- Consortium is **reasonably sized** with respect to the proposed work plan
- The profile and role of the participants are **clearly presented**
- The consortium **complements the primary aspects** described in the workplan
- The partners have **experience in the field** of the proposal
- The consortium grouping with ten participants coming from five different countries is **balanced**
- Partners have **complementary expertise** and the **necessary skills** to perform the work
- Accordingly the consortium as a whole has some **complementary expertise**
- Consortium consists of 11 partners and is **well balanced**. ... **complementary experience** into the consortium

- Partners' roles are clearly identified and all **partners** are **well presented**
- **Roles, competences, key personnel and activities** are described in detail

- For countries not involved in the project it is planned to set up a **parallel networking group**, to invite them to take part at specific external meetings on their own cost schedule

Co-ordinator

- The co-ordinator is **well qualified**
- Project coordinator is **very experienced** ... managing **EU funded research projects**
- The Coordinator is **highly qualified in the ICT sector**
- The Coordinator is **experienced** and qualified for a demanding and complex management task
- The coordinator has the **appropriate experience** in project management
- The project coordinator shows **high level and long time expertise in international project coordination**

SME

- The SMEs are the **driving force** of this project
- The proposal **shows the interest of all participating companies in the project**
- A positive factor is that the SME participants are the **driving forces** for the project ...
- The **role** of SME partners is **clearly identified** and **responsibilities** are **accordingly assigned** within the proposed work plan
- The **area of business** of the SMEs present in the consortium is **well aligned with the objectives** of the project
- The partners in the consortium have **complementary business goals**
- The number of SMEs involved in the project is **suitable for the planned work**; they are representing the main parts of the relevant value chain
- **SMEs committee is a proper instrument** to ensure that the project organisation will act in the interest of the SMEs

RTD-performer

- ... **balanced and** contains the appropriate RTD providers for the work to be done, as they already **have relevant expertise**
- A positive factor is that the RTD performers demonstrate a **high level of scientific excellence**
- A good description of the areas not covered by the SMEs participants is provided, **justifying the need for the inclusion of specific RTD performers**
- **Three competent RTD performers with complementary research profiles** are included
- Their profiles demonstrate an **outstanding and excellent knowledge and experience in the specific domains**
- The RTD-partners demonstrate a **high level of scientific excellence** and **complement** each other

Endusers

- End user **representation corresponds to the project objectives**

Allocation of resources

- The project appears to be **cost effective on the whole**
- Allocation of resources is **adequate...**
- The allocation of resources mobilised for the project are **explained**
- Ressources are **appropriately allocated and well-justified**
- A **good and clear** allocation and justification of resources is generally provided **by all partners**
- Cost breakdown for research activities are **appropriate**
- The planning is **well balanced and realistic**, and in line with benchmarking with ...-industry
- Overhead costs **are within reason**

Kommentar 3: Impact. The potential impact through the development, dissemination and use of project results

- 3.1 *Contribution, at the European [and/or international level], to the expected impacts listed in the work programme under the relevant activity*
- 3.2 *Appropriateness of measures envisaged for the dissemination and/or exploitation of project results, and management of intellectual property*
- 3.2.1 *Project results and IPR*
- 3.2.2 *Dissemination and Use*

Negative Evaluationskommentare (Schwächen öst. Anträge)

Impact

Ungenügend / zu allgemein beschrieben:

- The competitive advantage and potential impact of the project in such a fast moving sector is not fully demonstrated in the proposal
- As it does not perform a complete description of the state-of-the-art, it does not provide clear evidence of the potential impact that the project might have
- SMEs competitiveness **may** be increased with the development of a new device
- The impact description... are too weak
- An overview of the potential economic impact of project results and the contribution to their competitiveness is given **for 2 SMEs only**
- A clear impact for the other two SMEs is not demonstrated and **market figures are not presented**
- The **competitive situation** is not described in enough detail
- The impact on the participating SMEs is not clearly specified. The **need** of the SMEs to outsource the research and development activities is not justified
- There is no calculation of the **total potential** economic impact from the proposal
- The economic perspectives are **not quantified**
- The expected impacts are in general terms However, the proposal does not clearly define the expected impact
- There is a lack of qualitative and quantitative indication of economic impact and of market opportunities for the solutions with respect to other competing technologies and competing similar products
- The economic benefit for the SMEs is not clearly described and **not logically justified**
- it is not clear that the project outcomes **would indeed** contribute to lower the costs of ... systems, as it is claimed in the proposal

Übertrieben:

- The market assessment seems however overestimated
- The market potential is overestimated
- Economic impact seems to be overestimated
- The impact of such an IT system is an overestimation

Vergleiche:

- The proposal fails to state how the proposed technology will compete with existing solutions such as ...
- There is no information on the value of the system within the market and **how it will compare competitively with similar systems**
- the predicted market value should be risk-adjusted, given the high attrition rate in development. Also, more recent data on should be used in the assumptions. Therefore, the potential economical impact is insufficiently described.

Societal issues

- Societal contributions are poorly addressed
- The socio-economic impacts are ... rather generic and not properly justified with supporting arguments
- There is no information on how the project results address societal issues

Trans-national

- The trans-national role of the project is limited, with all partners ..., is very limited

Diverses

- The **risks** for the partner SMEs related to starting up a new field of business after the proposed project are not discussed
- The interaction with national and international administrations and **regulatory bodies** should have been addressed

“Absolute Killer”

- **only one partner ... is clearly benefiting from the project**
- The subject of the proposal does **not** appear to be **in line with the main business of any of the SMEs active in the project**
- There are quite a few projects and solutions in the area of ..., addressing the same market sector. Whereas some have been mentioned in the proposal, there are others that have not and that are **already in use**
- Its impact seems to be **geographically restricted**

Economic justification

- An economic justification for the proposed research is **missing** and data on **cost effectiveness** are **not presented**.
- No indication is made of **how** the figures for projected revenue are **calculated**

Dissemination

Zu allgemein beschrieben:

- Actions to disseminate the project results are not sufficiently discussed.
- Dissemination activities have been considered, but in a **rather generic** way
- The dissemination plan is not sufficiently detailed
- Dissemination activities are rather vague and generic
- Only quite vague dissemination strategies

- The activity of dissemination of the results is only generically described but ...not included in the work plan.
- Proper dissemination plan is missing
- There is no information on expected impact or dissemination **as far as it concerns**

Konkret Fehlendes bei einzelnen Projekten:

- The dissemination of the **background knowledge** of some RTD Performers and their relationship with some SMEs should be better explained
- A concrete list of **conferences** aimed at is missing
- Also **journal publications** should be included in the workplan
- The SMEs plan the dissemination of results through the use of a demonstrator, however very little details on this demonstrator are provided
- At the **transnational level**, the dissemination plan is not clearly defined in terms of activity, measures and time scale
- Dissemination of the results through conference presentations seems to be **limited** and focused on German speaking market. Conferences of much wider impact would be advantageous

Exploitation

Zu allgemein beschrieben:

- The proposal indicates that the consortium is more focused on exploitation activities. However, there is not sufficient information presented for this kind of activities
- The measures for dissemination and exploitation are appropriate, but **not described in all necessary details**
- The plans for exploitation of the project results are not clear
- There is general information on project results and IPR issues but the exploitation issues are not adequately addressed

Konkret Fehlendes bei einzelnen Projekten:

- Only partners from 3 different European countries are involved, and this may **restrict** the applicability of the project throughout the EU (especially considering the complexity and variability of timber structures) and the **widespread application** of the results in other European countries
- Very small size of all the SME partners raises concerns about their capacity to effectively deploy and maintain the ... platform with their **limited resources**
- The SME partner ... is ... **very small** and its capacity to fully integrate and adapt the project results into its own specific business is not sufficiently analysed in the proposal
- Although individual exploitation plans are provided for each SME, it is difficult to foresee the real **commercial advantage** that each one would gain from a successful achievement of the project objectives.
- Many of the deliverables are of **restricted access** and the proposed work plan does not include any public demonstrations
- It also not clear **what** they will want to exploit: the machine to be developed, the software or the materials
- The exploitation of the designed equipment is not clarified: it is mentioned that Partner 1 will own the rights of the ... machine after the project, but **how this will be managed in practice** is not clearly described
- There are **not clear deliverables** to be exploited but rather a common platform hosted in a single country at the end of the project
- The **co-ordinator dominating the consortium and other SME partners having a second role**

- The fact that the concept has been publicly presented by Un ... in a scientific paper may affect the exploitation potential and this is not duly taken into account
- **Time-scale** for getting the final product through to market
- The methodology used for developing the **business plans** is not explained

Remuneration

- Reimbursement to RTD performers by SME (Table 3.2.2) should have been clarified
- Table 3.2.2 is not filled in as far as the remuneration envisaged by the SME partners is concerned

IPR, project results

- IPR issues is an area addressed in a very generic form
 - IPR management is not elaborated in detail
 - SME ownership is not clarified
 - The current **patent situation** is only briefly outlined
 - **the proposal does not clearly outline how the consortium intends to protect, share, manage and exploit IPR**
 - ... above all the risks around IP position and IP dissemination are too weak
 - Both plans for IPR and knowledge management are poor and **not SME-centered**
 - The plan for management of knowledge and exploitation rely on a number of patents expected as outcome of the research work; however the overall **plan is qualitatively described and not convincing**
 - The proposal also gives insufficient detail on IPR matters
 - The plans provided for knowledge and IPR are not adequate
 - It is not clear how the consortium intends to protect, share, manage and exploit IPR and knowledge
 - There are likely to be copyright issues that would have to be dealt with
 - IPR matters are insufficiently addressed
- The rest of this section focuses only on ... (apparently by error from another project!)

Positive Evaluationskommentare (Stärken öst. Anträge)

Impact

- An **in-depth analysis** of the market potential is provided together with associated economic benefits for the proposers
- The proposal describes well the current situation and the **importance** of conducting research and development work in the proposed area
- Economic impact for the participants, **specially for the SMEs, is well presented**
- The impact of the project at European level **could** be high.
- The proposal is not so innovative, but it responds to the objectives of the call and could reinforce the competitiveness of ... sector

Economic justification

- Economic justification of the proposed research is shown **in detail**

Dissemination

- The dissemination of the knowledge produced after the completion of the proposed project is **clearly described**
- The dissemination plans of the proposal are **appropriate**

Exploitation

- The measures foreseen for exploitation and dissemination are **very effective** and are **described in detail**
- It is positive that a **large end-user** has been assigned to act as a reference

IPR, project results

- The IPR plan includes a **franchising system** making the SMEs more competitive
- Joint ownership among the SME participants has been **already agreed**
- It is expected that the SME participants will **jointly apply for an EU patent** for the ...
- The IPR are **satisfactorily** addressed
- The management of IPR is well described
- The IPRs of the **SMEs are well explained**
- The possibility for **patents** is recognized
- The **consortium agreement adequately** outlines the use of IPR and the use of project results